

Local Market Update – March 2013

A RESEARCH TOOL PROVIDED BY TRIANGLE MLS



Raleigh-North

+ 7.1%

Change in
New Listings

+ 25.9%

Change in
Closed Sales

- 2.8%

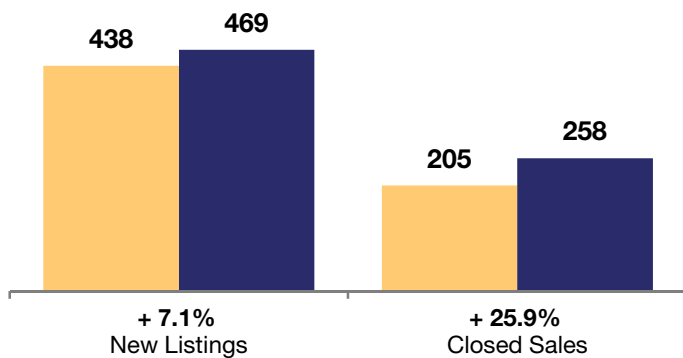
Change in
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	438	469	+ 7.1%	1,080	1,188	+ 10.0%
Closed Sales	205	258	+ 25.9%	492	604	+ 22.8%
Median Sales Price*	\$237,900	\$231,219	- 2.8%	\$230,000	\$230,969	+ 0.4%
Average Sales Price*	\$287,211	\$277,024	- 3.5%	\$283,195	\$274,369	- 3.1%
Total Dollar Volume (in millions)*	\$58.9	\$71.5	+ 21.4%	\$139.3	\$165.7	+ 18.9%
Percent of Original List Price Received*	94.1%	95.7%	+ 1.7%	93.2%	94.9%	+ 1.9%
Percent of List Price Received*	96.7%	97.5%	+ 0.8%	96.4%	97.2%	+ 0.8%
Days on Market Until Sale	127	96	- 24.6%	126	108	- 14.6%
Inventory of Homes for Sale	1,427	1,231	- 13.7%	--	--	--
Months Supply of Inventory	7.8	5.4	- 31.2%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

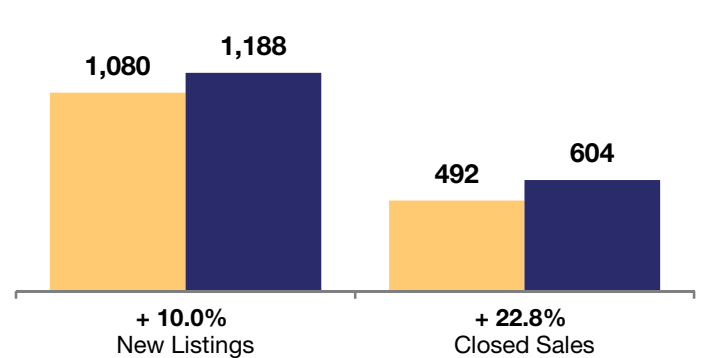
March

2012 2013



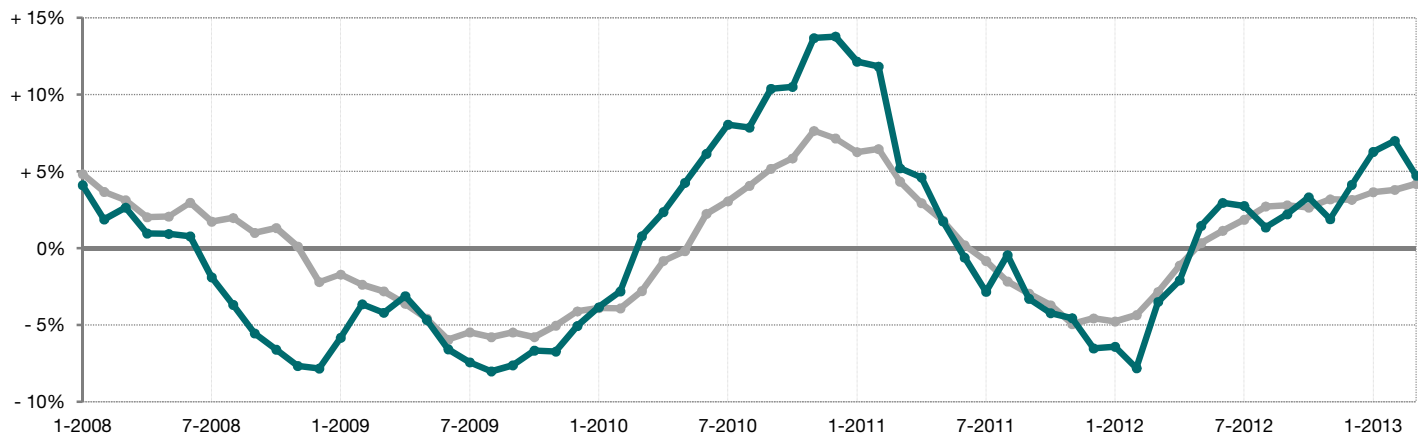
Year to Date

2012 2013



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —
Raleigh-North —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of April 10, 2013. All data from Triangle Multiple Listing Service, Inc.. | Powered by 10K Research and Marketing.